

Chambers, Liz

From: MURPHY, Virginia
Sent: Tuesday, October 21, 1997 12:28 PM
To: Chambers, Liz
Subject: RE: Massachusetts Pick-Up

Liz, this is Kathy. Ginny is out of the office until late this afternoon.

From: Chambers, Liz on Tue, Oct 21, 1997 11:17 AM
Subject: Massachusetts Pick-Up
To: Murphy, Virginia
Cc: Garman, Joe; Podraza, Ken; Whidby, Jerry; Hackett, John; Osborne, Kevin

Ginny, We need to know ASAP how many retail stores do we need to visit to justify attempt to comply? and would signing of the affidavit for each store visited but no packs purchased be ample documentation for this process? We need the samples to be sent to us from MA in the time frame according to ISO 8243 which states "The cigarettes in the gross sample shall be obtained in as short a time as possible. This time should not exceed 14 d." The last day the TSM's can purchase these cigarettes would be October 27, 1997. They started picking up some of these brands October 14, 1997. After the number of stores visited (to justify attempt to comply) has been completed, an alternative sampling procedure will have to be used. This alternative sampling procedure, per ISO 8243, will then have to be relayed to the sales force.

"Liz" Chambers
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